

Q2 2023 Sports Wagering Report

September 2023

Who you will hear from today

CORY FOX

VP, Product & New Market Compliance

KEITA YOUNG

Sr. Director, DE&I

JILL WATKINS

Sr. Director, Responsible Gaming Strategy and Operations

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Revenue

Month	Total SW Revenue	MA SW Taxes Collected	Handle/Margin %
March 2023	\$ 16,002,999.73	\$ 3,200,599.95	9.02%
April 2023	\$ 21,714,200.64	\$ 4,342,840.14	12.80 %
May 2023	\$ 19,707,906.50	\$ 3,941,581.29	14.80 %
June 2023	\$ 10,984,740.90	\$ 2,196,948.14	11.67 %
TOTALS	\$ 68,407,847.77	\$ 13,681,969.52	11.91 %

Workforce Diversity

Strategic Priority Around DE&I: Attracting, Hiring, Retaining and Developing our Diverse Workforce

Examples of Actions/Initiatives/Programs to Advance DE&I Goals

- Implementing diverse hiring slates for leadership roles to increase representation
- Expanding our diverse talent outreach to include Historically Black Colleges & Universities & partnering with the UNCF
- Expanding our strategic partnerships/sponsorships to further enhance our diverse pipeline and provide development opportunities for our diverse employees
- Curating specialized leadership and development programs for underrepresented communities
- Expanding our employee groups to include four Employees Resource Groups and four Interest Groups
- Curating DE&I training around inclusive hiring, unconscious/implicit bias, allyship and other DE&I related topics

Workforce Diversity

# of Employees in each Category	Minority	Women	Veteran	MA Resident	Total Number of employees
Executive VP+	6 7.9%	6 7.9%	Unknown	1 1.3%	76
Manager, Supervisor Manager, Sr. Manager, Director, Sr. Director	329 26%	280 22.5%	Unknown	7 0.6%	1,244
Entry Level, Non-Manager	767 43.23%	599 33.76%	Unknown	12 0.7%	1,774
Totals	1,102 35.6%	897 29%	Unknown	20 0.65%	3,094

Data Information

- Employees of 7/20/2023
- US, UK, and CAN employees
- Excludes Temps, Contract, Intern, Secondment

Includes Daily on Call – typically for state headcount reporting we include anyone receiving a W2 which includes DOCs

- Exclude FoxBet
- Active Employees (excludes LOA)

Vendor/Supplier Spend / Supplier Diversity

Total Spend		
Q1	Q2	
\$ 573,443,479	\$ 389,775,073	

- · Spend detail is based on accrual accounting.
- It is driven by marketing costs such as TV, Digital & Radio, as well as card fees, customer verification costs and data feeds.
- It doesn't include promotion free bets, wagering & other taxes, payroll or related costs and similar expenses.

Phase

Dedicated Resource (Complete)

- Expanded DE&I team (DE&I Program Manager) to support the development and execution of supplier diversity program
- Created DE&I/Procurement partnership to develop supplier diversity strategy

Phase

Identifying Current MBEs/WMEs/VBEs & Spend (In Progress)

- · Identifying which current vendors qualify as minority, woman, and veteran owned
- · Quantifying current "diverse spend"
- · Identifying "addressable spend" that could be moved to minority, woman, and veteran owned

Pháse 3

Education on Supplier Diversity Strategy & Goals (Future Action)

• Training FanDuel's procurement and key purchasing business units on the supplier diversity strategy and goals



Increasing Diverse Vendors (Future Actions)

- Actively promoting FanDuel business opportunities through information sessions, participating in vendor fairs and other events hosted by stakeholders committed to diversity
- Allowing businesses owned by minorities, women, and veterans to register as a "preferred FanDuel vendor"

Pháse

Review of Vendor Agreements (Future Action)

• Reviewing FanDuel's vendor agreements, to include, as appropriate, a provision requiring the usage of diverse suppliers in connection with services provided to FanDuel.

Compliance

Minors and Underage Report

FY 23 Month	Found sports wagering or attempting to SW on a SW platform	Found sports wagering or attempting to SW on a SW platform	Account Suspended due to underage activity
March 2023	0	0	0
April 2023	0	0	0
May 2023	0	0	0
June 2023	0	0	0
TOTAL	0	0	0

Responsible Gaming

Massachusetts VSE List

Responsible Gaming	#
True VSE Enrollees:	75
*Total FanDuel Closures:	51

^{*}these closures were initiated on FanDuel's end and were not VSE Enrollees

- Permanent 34
- Temporary 17

Responsible Gaming Update

- Alison Kutler joins FanDuel as our new Vice President, Sustainability and Responsible Gaming. Alison will
 assume leadership for our Responsible Gaming team including our policy, product, commercial, operation and
 advocacy efforts.
- Jill Watkins joins FanDuel as our new Senior Director, Responsible Gaming Strategy and Operations. Jill will
 manage our operations team and report to and work closely with Alison.

Community Impact

FanDuel remains committed to setting the standard for what it means to be a responsible operator and contributing positively to the communities in which we operate.

Responsible Gaming



Funding supports research to further understand gambling among young adults in the U.S., a significant industry research gap.

Funding supports the 'agility grant program' to help nonprofit orgs across the country with problem gambling prevention programs



FanDuel provides annual funding to support the work of leading RG-focused non-profit organizations.

Massachusetts Initiatives



- \$1M donation to support financial literacy services across Massachusetts
- Program launching Q4 2023

During the first year of a new state launch, FanDuel makes a significant donation to a nonprofit org to support programs with local impact.

Community Support















FanDuel supports a range of local charitable initiatives and continues to build out our team of partners.

Lottery

• FanDuel has been in communication with the MA Lottery to explore potential ventures.